

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 294th  
MEETING OF THE BOARD OF COMMISSIONERS July 27, 2006**

**A meeting of the Board of Commissioners of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority", the "CCA" or the "Board") was held on July 27, 2006 at 9:00 a.m. pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.**

**Board members present were Chairman, David A. Duffy, Commissioners, Paul MacDonald, Jerry Massa, Jason Fowler, Dave Gavitt, George Nee, Jeff Hirsh, Dale Venturini, Patrick Butler and Bernie Buonanno.**

**Ms. Corr was unable to attend.**

**Also present were James P. McCarvill, Executive Director, Ken Mancuso, Kerrie Bennett, Betty Sullivan, Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Neil Schriever and Martha Sheridan, PWCVB; Tim Muldoon and Debbie Tuton, SMG/RICC; Larry Lepore, Eleanor SanAntonio and Bob Cappalli, SMG/DDC; Steve Duvel, Gilbane; Andrea Stape, Providence Journal; Steve MacDonald, O. Ahlborg & Sons; Phil Couture, IFG; Robert Bromley, Senate Fiscal Office and Eileen Smith, Recording Secretary.**  
**CALL TO ORDER**

**Recognizing a quorum, Chairman Duffy called the meeting to order at**

**9:02 a.m.**

**Chairman Duffy welcomed two new Board Members, Mr. Patrick Butler and Mr. Jason Fowler.**

**Mr. MacDonald said that he has known Mr. Butler for a long time and that he will be a wonderful addition to the Board. Mr. MacDonald also stated that he was very sorry that Mr. Judge was not reappointed. He said that Mr. Judge generously gave his time and cared deeply about his responsibilities to the Board. Mr. Gavitt echoed Mr. MacDonald's sentiments about Mr. Judge's contributions. A motion was proposed by Mr. MacDonald, seconded by Mr. Gavitt and unanimously**

**VOTED: to send a letter of commendation to Mr. Judge for his many years of dedicated service to the Authority.**

**APPROVAL OF MINUTES Chairman Duffy entertained a motion to accept the minutes of the 294th meeting, June, 2006. Upon a motion duly made by Mr. MacDonald and seconded by Ms. Venturini it was unanimously VOTED: to approve the minutes as distributed**

**Chairman Duffy instructed the Authority office to send the approved minutes to the Secretary of State's Office via electronic mail.**

**Chairman Duffy asked Ms. Sullivan to present the financial results.**

**Ms. Sullivan reported;**

## **Convention Center**

**An overall consolidated revenue increase from operations against budget of \$61.3K for the month of June. Parking and Food & Beverage were the key drivers.**

## **Income/Loss from Operations YTD**

**An overall net income increase from operations compared to budget resulted in a positive variance of \$276K directly attributable to Food & Beverage revenue gains. However, when compared to FY05, YTD final performance was not as strong due to decreased net revenue from Parking. Event and Monthly Parking revenue showed signs of improvement at year end.**

**She also noted that Food and Beverage revenues reached a \$4M milestone as a result of Concession and Catering revenues having increased 10.31% and 9.6% respectively compared to FY05**

## **Dunkin' Donuts**

**An overall consolidated revenue loss from operations of \$123K for the month of June. Ms. Sullivan stated that the net operating loss for the year was significantly lower the FY05, however, substantial changes in contract terms, labor adjustments and the assimilation of**

**the Dunkin' Donuts Center into the Convention Center Authority operations render year to year comparisons suspect.**

**Ms. Sullivan concluded her report and noted that the Convention Center finished the year on a very strong note and should be proud of the results. Mr. Massa said that Mr. Muldoon had been saying that the year would end on a positive note and that he did not disappoint. Mr. Muldoon stated that SMG Corporate sets a goal of 25% to 27% net income for Food & Beverage. He was pleased to report that the Convention Center reached 30%. The Commissioners congratulated Mr. Muldoon and his staff for a job well done.**

## **DUNKIN' DONUTS COMMITTEE**

**Mr. Lepore was asked to address the Board. Mr. Lepore reported that representatives from Hope High School had attended the Dunkin' Donuts Center Committee meeting. He stated that interviews had taken place and the ten students had been chosen to participate in an internship program with New England Tech and the Dunkin' Donuts Center. Mr. Lepore said that under supervision from New England Tech the students will be learning to operate the audio and visual equipment at the Dunk. Mr. Gavitt asked if there could be a way to expand the program to the Convention Center. Mr. Muldoon said that had spoken with the Convention Center's audio and visual company who was receptive to the idea. Mr. Lepore noted that the union has**

been cooperative.

Mr. Lepore reported on coming events at the Dunkin' Donuts Center. American Idol will be the first show in September. James Blunt and the Cheetah Girls will appear in October and the Providence Bruins season begins. Mr. Lepore also noted that Pop Warner Cheerleading competitions will be held in the facility in November and Providence College Basketball begins. Mr. Lepore reported that Athletica had been chosen to supply the new dasher boards.

Kerri Bennett and Steve Duval addressed the Board. Mr. Duvel had prepared a Power Point presentation showing the progress of the renovations. Mr. Duffy said "are you on schedule" and Mr. Duvel stated that he was. Mr. Gavitt asked what the capacity of the building will be during construction. Mr. Duvel said that the Fire Marshall's number is 10,800. He continued that the goal is to have the capacity restricted only through the beginning of the year. Steve MacDonald reported that Ahlborg was working on value engineering. Mr. Massa asked Mr. MacDonald to explain value engineering. Mr. MacDonald said that it is looking at using what is already in place such as electrical switches and feeders rather than total replacement.

Ms. Bennett stated that she had met with the Arts Council. She said that \$420,000 has been reserved for the purchase and upkeep of public art at the Dunkin' Donuts Center. Ms. Bennett noted a concentration on the exterior of the building and the grounds rather

than the interior. Mr. MacDonald asked if the commissioners will have an opportunity to approve the selections. Ms. Bennett said that a five person panel would be selected. One representative from Ellerbe Beckett and one from the Authority would be part of the panel. Mr. Gavitt asked if this is required by law. Ms. Bennett answered that it is.

## **CONVENTION CENTER COMMITTEE**

Mr. Massa presented a summary of the projects that are underway at the Convention Center. Mr. Massa reported that RGB is working on a feasibility study for use of the west lobby as additional meeting space. He said that a report will be available for the September Convention Center Committee meeting. Mr. Massa asked Mr. Muldoon to address the Board. Mr. Muldoon noted that the South Garage lighting is moving forward. He also noted that new carpeting for the Jr. Ballroom is scheduled for delivery in mid August and the ballroom is already being sold. Mr. MacDonald reminded the Board that the power supply for the new ballroom was done in-house at substantial savings.

Mr. Muldoon reported that he has been looking into some new egress plans for the North Garage to address some of the issues in getting patrons out of the garage faster. Mr. Massa noted that a contract has been signed with GTECH for parking. He noted that we are now at capacity for monthly parkers.

## **MARKETING COMMITTEE**

**Ms. Venturini reported that the Marketing Committee had not met in July because of scheduling conflicts. Ms. Venturini asked Ms. Sheridan to address the Board. Ms. Sheridan reported a new slate of officers for the PWCVB Board. She said that Rudi Heater was elected chairman, Tina Harlow, vice chairman and Joe Judge was elected treasurer. Chairman Duffy noted that two Convention Center Authority's appointments to the PWCVB Board had expired and sought a motion to reappoint Joe Judge and Jeff Hirsh. Upon a motion duly made by Mr. Nee and seconded by Mr. MacDonald it was unanimously**

**VOTED: to reappoint Joe Judge and Jeff Hirsh as two of the Authority's representatives to the PWCVB Board.**

**Ms. Sheridan said that we just finished a very successful Restaurant Week. She said that some of the participating restaurants will continue the promotion for another week. Ms. Sheridan noted that she has been meeting with community leaders including the Downtown Improvement District.**

**Mr. Schriever expressed his thanks to Mr. Gavitt for his assistance with the NCAA. He said that the tournament will be a great event for the renovated Dunkin' Donuts Center and the City. Ms. Venturini informed the Board that the PWCVB, the Convention Center and the**

**Dunkin' Donuts Center will be presenting their market plans at the August Marketing Committee meeting. Mr. Massa said that due to Ms. Venturini and the Marketing Committee the commissioners are more aware of the effort that goes into the success of the facilities. He thanked Ms. Venturini.**

**Mr. Duffy noted that the next item on the agenda was the appointment of an additional Authorized Authority Representative under the Authority's General Bond Resolutions. Mr. Duffy recommended that Betty Sullivan be appointed. Upon a motion duly made by Ms. Venturini and seconded by Mr. Nee it was unanimously**

**VOTED: that Betty Sullivan is hereby authorized to act as an "Authorized Authority Representative" under the Authority's General Revenue Bond Resolution adopted on November 7, 1991, as amended and readopted November 20, 1991, as further amended, and the Authority's General Revenue Bond Resolution adopted on November 22, 2005 (the "Resolutions"), and the Chairperson of the Authority, David A. Duffy, is authorized to issue and sign on behalf of the Authority a written certificate to that effect as to each of the Resolutions and forward such certificate to the Authority's applicable trustee under the Resolutions. Betty L. Sullivan is the Authority's current Director of Financial Operations.**

**Mr. Duffy informed the Board that the Legislature had passed a resolution urging the Authority to name the new basketball floor at**



**the Dunkin' Donuts Center for Dave Gavitt. Mr. Gavitt expressed his appreciation.**

**Upon a motion duly made by Ms. Venturini and seconded by Mr. Hirsh it was unanimously**

**VOTED: to adjourn at 10:18 a.m.**